

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1-1000**

Dairy ID Number	Averages		1	2	3	4	5	6	7
	SV Average	Herd Size 1to 1000							
<b>Feed Costs</b>									
a. Dry Roughage	\$43.77	\$46.51	\$57.90	\$45.72	\$39.71	\$42.84	\$60.64	\$46.16	\$60.15
b. Wet Feed & Wet Roughage	\$33.29	\$35.98	\$32.24	\$40.51	\$29.41	\$15.52	\$34.37	\$20.40	\$30.79
c. Concentrates	\$106.40	\$96.55	\$104.04	\$95.14	\$102.35	\$135.33	\$60.39	\$119.68	\$79.08
d. Minerals & Supplements	\$8.68	\$5.01	\$8.00	\$0.45	\$0.34	\$0.39	\$0.67	\$10.57	\$6.67
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$192.14	\$184.04	\$202.18	\$181.82	\$171.80	\$194.07	\$156.06	\$196.81	\$176.70
<b>Total Feed Costs (\$/cwt)</b>	\$9.77	\$10.47	\$9.70	\$11.23	\$10.96	\$11.49	\$12.88	\$11.65	\$11.10
<b>Total Hired Labor</b>	\$26.89	\$24.62	\$30.30	\$13.93	\$29.16	\$31.27	\$17.96	\$22.27	\$27.55
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.37	\$1.40	\$1.45	\$0.86	\$1.86	\$1.85	\$1.48	\$1.32	\$1.73
<b>Total Herd Replacement</b>	\$16.20	\$16.61	\$27.34	\$8.11	\$12.65	\$19.87	\$14.12	\$23.37	\$12.79
<b>Total Replacement Costs (\$/cwt)</b>	\$0.82	\$0.94	\$1.31	\$0.50	\$0.81	\$1.18	\$1.17	\$1.38	\$0.80
<b>Total Operating Costs</b>	\$51.62	\$48.41	\$58.29	\$42.32	\$33.55	\$44.76	\$27.31	\$67.25	\$44.94
<b>Total Operating Costs (\$/cwt)</b>	\$2.63	\$2.75	\$2.80	\$2.61	\$2.14	\$2.65	\$2.25	\$3.98	\$2.82
<b>Total Milk Marketing Costs</b>	\$10.18	\$9.27	\$11.32	\$8.51	\$8.52	\$8.65	\$6.28	\$8.60	\$8.50
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.53	\$0.54	\$0.53	\$0.54	\$0.51	\$0.52	\$0.51	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$297.03	\$282.95	\$329.44	\$254.68	\$255.69	\$298.61	\$221.74	\$318.30	\$270.48
<b>Total Cost (\$/cwt)</b>	\$15.11	\$16.09	\$15.80	\$15.73	\$16.31	\$17.67	\$18.30	\$18.84	\$16.99
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.66	17.58	20.85	16.19	15.67	16.90	12.12	16.89	15.92
b. Lbs Milk Sold/milk cow/day	74.30	67.17	75.13	64.51	57.28	65.51	50.29	64.89	59.68
c. Gross Milk Receipts (\$/cwt)	\$18.75	\$18.47	\$18.51	\$18.54	\$19.19	\$18.15	\$18.12	\$21.65	\$18.64
d. Mailbox Price (\$/cwt)	\$18.06	\$17.68	\$17.90	\$18.14	\$18.36	\$17.94	\$17.70	\$21.22	\$18.10
f. Income Over Feed Cost (\$/cwt)	\$8.28	\$7.22	\$8.20	\$6.91	\$7.40	\$6.45	\$4.82	\$9.57	\$7.00
g. Fat Test %	3.69%	3.61%	3.67%	3.36%	3.87%	3.39%	3.37%	4.86%	3.58%
h. SNF Test %	8.84%	8.78%	8.90%	8.88%	8.72%	8.92%	8.47%	9.32%	8.81%
<b>Related Data</b>									
a. Percent Dry Cows	13%	14%	8%	17%	10%	15%	21%	14%	12%
b. Yearly Cull Rate	39%	38%	59%	30%	26%	34%	27%	45%	31%
c. Avg. Value (Drop Bull Calf)	\$57.25	\$55.06	\$54.19	\$55.15	\$61.59	\$55.43	\$58.20	\$0.00	\$61.79
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$240.20	\$255.48	\$313.85	\$236.42	\$224.22	\$285.00	\$280.00	\$314.68	\$286.31
e. Grain, Mnrls & Splmnts (\$/ton)	\$291.39	\$290.53	\$253.61	\$306.99	\$285.41	\$291.06	\$292.47	\$321.83	\$289.06
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.97	26.50	31.74	24.81	26.28	35.46	17.27	30.57	21.81
g. Milkers (\$/hr with benefits & taxes)	\$12.88	\$12.03	\$9.63	\$13.71	\$11.61	\$11.85	\$13.78	\$10.19	\$12.28
h. Total Labor (\$/hr)	\$13.80	\$12.38	\$9.54	\$13.71	\$11.91	\$11.63	\$14.28	\$10.94	\$12.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.88	\$6.67	\$7.04	\$6.75	\$6.06	\$7.09	\$5.88	\$7.16	\$6.23
j. Milk Cow Feed Costs (\$/cwt.)	\$9.26	\$9.93	\$9.37	\$10.47	\$10.58	\$10.83	\$11.69	\$11.04	\$10.44

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1-1000**

Dairy ID Number	8	9	10	11	12	13	14	15	16
<b>Feed Costs</b>									
a. Dry Roughage	\$45.14	\$35.89	\$42.52	\$17.90	\$57.27	\$36.75	\$55.64	\$52.17	\$49.99
b. Wet Feed & Wet Roughage	\$20.61	\$32.32	\$26.36	\$57.71	\$35.05	\$43.07	\$37.43	\$48.10	\$48.13
c. Concentrates	\$89.10	\$112.58	\$154.54	\$113.19	\$77.17	\$84.13	\$38.77	\$93.71	\$114.00
d. Minerals & Supplements	\$4.43	\$5.06	\$0.38	\$27.37	\$4.76	\$0.56	\$1.21	\$6.63	\$0.24
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$159.28	\$185.85	\$223.80	\$216.17	\$174.26	\$164.51	\$133.04	\$200.61	\$212.35
<b>Total Feed Costs (\$/cwt)</b>	\$10.51	\$10.09	\$10.02	\$9.18	\$11.32	\$9.97	\$10.88	\$10.16	\$9.82
<b>Total Hired Labor</b>	\$14.55	\$29.12	\$25.66	\$38.39	\$11.20	\$28.75	\$18.78	\$31.84	\$22.99
<b>Total Hired Labor Costs (\$/cwt)</b>	\$0.96	\$1.58	\$1.15	\$1.63	\$0.73	\$1.74	\$1.54	\$1.61	\$1.06
<b>Total Herd Replacement</b>	\$10.97	\$14.66	\$12.66	\$16.84	\$7.69	\$23.11	\$27.30	\$15.54	\$17.85
<b>Total Replacement Costs (\$/cwt)</b>	\$0.72	\$0.80	\$0.57	\$0.72	\$0.50	\$1.40	\$2.23	\$0.79	\$0.83
<b>Total Operating Costs</b>	\$46.63	\$45.30	\$47.48	\$63.35	\$46.79	\$42.66	\$32.98	\$61.26	\$60.20
<b>Total Operating Costs (\$/cwt)</b>	\$3.08	\$2.46	\$2.13	\$2.69	\$3.04	\$2.59	\$2.70	\$3.10	\$2.78
<b>Total Milk Marketing Costs</b>	\$8.51	\$9.82	\$11.95	\$11.95	\$8.25	\$8.77	\$6.58	\$10.48	\$10.86
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.56	\$0.53	\$0.54	\$0.51	\$0.54	\$0.53	\$0.54	\$0.53	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$239.94	\$284.76	\$321.56	\$346.71	\$248.19	\$267.79	\$218.69	\$319.73	\$324.26
<b>Total Cost (\$/cwt)</b>	\$15.83	\$15.46	\$14.40	\$14.73	\$16.12	\$16.23	\$17.88	\$16.20	\$15.00
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	15.16	18.42	22.33	23.54	15.39	16.50	12.23	19.74	21.62
b. Lbs Milk Sold/milk cow/day	61.99	69.61	86.47	88.15	60.46	63.24	46.35	73.47	78.72
c. Gross Milk Receipts (\$/cwt)	\$17.27	\$18.89	\$18.22	\$17.46	\$18.38	\$19.07	\$18.68	\$18.06	\$18.28
d. Mailbox Price (\$/cwt)	\$16.76	\$18.32	\$16.68	\$16.95	\$17.83	\$18.54	\$18.26	\$17.49	\$16.09
f. Income Over Feed Cost (\$/cwt)	\$6.25	\$8.23	\$6.66	\$7.77	\$6.51	\$8.57	\$7.38	\$7.33	\$6.27
g. Fat Test %	3.28%	3.64%	3.54%	3.27%	3.59%	3.74%	3.77%	3.52%	3.60%
h. SNF Test %	8.63%	8.68%	8.79%	8.58%	8.93%	8.90%	8.65%	8.79%	8.72%
<b>Related Data</b>									
a. Percent Dry Cows	19%	13%	15%	12%	16%	14%	13%	11%	9%
b. Yearly Cull Rate	25%	33%	38%	37%	26%	45%	55%	37%	49%
c. Avg. Value (Drop Bull Calf)	\$53.33	\$63.59	\$64.45	\$56.06	\$45.50	\$60.81	\$60.00	\$58.03	\$63.32
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$280.00	\$242.38	\$194.84	\$220.00	\$265.00	\$210.25	\$208.63	\$310.87	\$260.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$276.39	\$282.82	\$325.46	\$292.12	\$291.67	\$256.85	\$270.44	\$282.33	\$328.42
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	27.50	31.15	36.36	35.50	22.07	25.01	11.16	26.00	24.96
g. Milkers (\$/hr with benefits & taxes)	\$16.50	\$12.30	\$9.78	\$11.39	\$14.73	\$11.74	\$13.15	\$13.26	\$11.18
h. Total Labor (\$/hr)	\$16.50	\$12.58	\$9.94	\$13.61	\$14.01	\$12.58	\$13.10	\$13.17	\$11.41
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.04	\$6.69	\$8.23	\$7.69	\$6.51	\$5.94	\$4.77	\$7.13	\$7.51
j. Milk Cow Feed Costs (\$/cwt.)	\$9.75	\$9.62	\$9.52	\$8.73	\$10.77	\$9.39	\$10.29	\$9.70	\$9.54

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	Averages		17	18	19	20	21	22	23
	SV Average	Herd Size 1001to 1500							
<b>Feed Costs</b>									
a. Dry Roughage	\$43.77	\$46.47	\$44.26	\$66.31	\$41.01	\$53.55	\$64.89	\$43.76	\$29.69
b. Wet Feed & Wet Roughage	\$33.29	\$32.54	\$41.12	\$24.81	\$26.19	\$35.46	\$18.41	\$36.50	\$38.67
c. Concentrates	\$106.40	\$98.10	\$88.68	\$126.60	\$89.97	\$113.90	\$86.23	\$91.74	\$109.91
d. Minerals & Supplements	\$8.68	\$10.70	\$10.84	\$0.00	\$8.44	\$0.30	\$22.05	\$0.21	\$18.27
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$192.14	\$187.82	\$184.89	\$217.72	\$165.62	\$203.20	\$191.58	\$172.20	\$196.52
<b>Total Feed Costs (\$/cwt)</b>	\$9.77	\$10.10	\$10.61	\$11.65	\$11.30	\$9.84	\$9.62	\$11.54	\$9.56
<b>Total Hired Labor</b>	\$26.89	\$24.79	\$19.42	\$33.34	\$24.85	\$30.94	\$27.65	\$24.74	\$41.25
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.37	\$1.33	\$1.11	\$1.78	\$1.70	\$1.50	\$1.39	\$1.66	\$2.01
<b>Total Herd Replacement</b>	\$16.20	\$16.16	\$24.55	\$12.66	\$18.09	\$20.82	\$16.44	\$18.24	\$10.12
<b>Total Replacement Costs (\$/cwt)</b>	\$0.82	\$0.87	\$1.41	\$0.68	\$1.23	\$1.01	\$0.83	\$1.22	\$0.49
<b>Total Operating Costs</b>	\$51.62	\$53.77	\$41.92	\$44.35	\$53.09	\$64.42	\$45.34	\$49.03	\$59.83
<b>Total Operating Costs (\$/cwt)</b>	\$2.63	\$2.89	\$2.41	\$2.37	\$3.62	\$3.12	\$2.28	\$3.28	\$2.91
<b>Total Milk Marketing Costs</b>	\$10.18	\$9.56	\$8.83	\$9.87	\$7.53	\$10.39	\$10.20	\$8.01	\$10.80
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.51	\$0.51	\$0.53	\$0.51	\$0.50	\$0.51	\$0.54	\$0.53
<b>Total Cost (\$/Cow/Month)</b>	\$297.03	\$292.09	\$279.62	\$317.94	\$269.18	\$329.77	\$291.21	\$272.23	\$318.52
<b>Total Cost (\$/cwt)</b>	\$15.11	\$15.71	\$16.04	\$17.01	\$18.36	\$15.97	\$14.62	\$18.24	\$15.50
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.66	18.59	17.43	18.69	14.66	20.65	19.92	14.93	20.55
b. Lbs Milk Sold/milk cow/day	74.30	69.88	61.88	70.28	55.40	78.46	72.81	55.13	80.26
c. Gross Milk Receipts (\$/cwt)	\$18.75	\$19.10	\$18.80	\$18.58	\$21.83	\$18.78	\$18.45	\$21.14	\$18.26
d. Mailbox Price (\$/cwt)	\$18.06	\$18.58	\$18.46	\$17.96	\$22.50	\$18.33	\$18.16	\$19.58	\$17.79
f. Income Over Feed Cost (\$/cwt)	\$8.28	\$8.48	\$7.86	\$6.31	\$11.20	\$8.50	\$8.54	\$8.04	\$8.22
g. Fat Test %	3.69%	3.82%	3.49%	3.73%	4.86%	3.62%	3.49%	4.66%	3.61%
h. SNF Test %	8.84%	8.87%	8.83%	8.79%	9.41%	8.87%	8.78%	9.21%	8.79%
<b>Related Data</b>									
a. Percent Dry Cows	13%	12%	7%	12%	13%	13%	10%	11%	16%
b. Yearly Cull Rate	39%	39%	43%	39%	43%	51%	33%	32%	28%
c. Avg. Value (Drop Bull Calf)	\$57.25	\$47.81	\$54.47	\$68.16	\$2.50	\$64.32	\$59.51	\$0.00	\$68.09
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$240.20	\$249.56	\$270.00	\$280.00	\$245.00	\$227.22	\$255.00	\$260.00	\$225.32
e. Grain, Mnrls & Splmnts (\$/ton)	\$291.39	\$290.25	\$302.00	\$314.88	\$307.99	\$302.30	\$286.41	\$347.69	\$289.33
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.97	28.56	23.04	29.77	23.56	28.14	27.24	19.19	33.71
g. Milkers (\$/hr with benefits & taxes)	\$12.88	\$11.51	\$9.84	\$10.91	\$11.77	\$11.73	\$12.81	\$11.06	\$11.64
h. Total Labor (\$/hr)	\$13.80	\$12.40	\$10.32	\$11.31	\$13.53	\$12.81	\$13.48	\$11.33	\$12.37
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.88	\$6.72	\$6.38	\$7.83	\$5.99	\$7.20	\$6.71	\$6.15	\$7.23
j. Milk Cow Feed Costs (\$/cwt.)	\$9.26	\$9.61	\$10.30	\$11.14	\$10.81	\$9.18	\$9.21	\$11.15	\$9.01

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1001-1500**

Dairy ID Number	24	25	26	27	28
<b>Feed Costs</b>					
a. Dry Roughage	\$36.38	\$51.26	\$47.73	\$39.08	\$46.75
b. Wet Feed & Wet Roughage	\$34.74	\$41.54	\$34.61	\$26.75	\$29.79
c. Concentrates	\$77.42	\$78.02	\$106.68	\$102.96	\$108.23
d. Minerals & Supplements	\$19.79	\$7.14	\$18.11	\$10.03	\$10.10
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$168.34	\$177.97	\$207.13	\$178.82	\$194.86
<b>Total Feed Costs (\$/cwt)</b>	\$9.26	\$10.98	\$10.16	\$9.53	\$8.90
<b>Total Hired Labor</b>	\$14.75	\$25.99	\$23.05	\$18.29	\$16.63
<b>Total Hired Labor Costs (\$/cwt)</b>	\$0.81	\$1.60	\$1.13	\$0.97	\$0.76
<b>Total Herd Replacement</b>	\$14.74	\$11.53	\$17.28	\$20.33	\$11.69
<b>Total Replacement Costs (\$/cwt)</b>	\$0.81	\$0.71	\$0.85	\$1.08	\$0.53
<b>Total Operating Costs</b>	\$46.48	\$53.14	\$60.53	\$42.50	\$77.36
<b>Total Operating Costs (\$/cwt)</b>	\$2.56	\$3.28	\$2.97	\$2.26	\$3.53
<b>Total Milk Marketing Costs</b>	\$9.12	\$8.24	\$10.31	\$10.04	\$10.98
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.51	\$0.51	\$0.53	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$253.44	\$276.85	\$318.30	\$269.98	\$311.52
<b>Total Cost (\$/cwt)</b>	\$13.94	\$17.08	\$15.62	\$14.39	\$14.23
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt)	18.18	16.21	20.38	18.77	21.89
b. Lbs Milk Sold/milk cow/day	68.18	61.20	77.26	72.15	82.40
c. Gross Milk Receipts (\$/cwt)	\$18.46	\$20.51	\$18.38	\$18.84	\$18.69
d. Mailbox Price (\$/cwt)	\$17.31	\$20.73	\$17.93	\$18.41	\$17.72
f. Income Over Feed Cost (\$/cwt)	\$8.05	\$9.75	\$7.77	\$8.88	\$8.82
g. Fat Test %	3.65%	4.37%	3.65%	3.51%	3.67%
h. SNF Test %	8.74%	9.27%	8.65%	8.71%	8.78%
<b>Related Data</b>					
a. Percent Dry Cows	12%	13%	13%	14%	12%
b. Yearly Cull Rate	38%	36%	41%	43%	40%
c. Avg. Value (Drop Bull Calf)	\$63.53	\$22.05	\$58.52	\$60.00	\$67.89
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$263.29	\$260.00	\$301.96	\$217.84	\$196.48
e. Grain, Mnrls & Splmnts (\$/ton)	\$247.07	\$257.73	\$293.79	\$266.76	\$266.84
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.02	24.42	31.49	32.08	32.70
g. Milkers (\$/hr with benefits & taxes)	\$11.57	\$12.14	\$12.47	\$10.28	\$12.68
h. Total Labor (\$/hr)	\$11.96	\$14.09	\$12.83	\$11.65	\$13.08
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.98	\$6.45	\$7.47	\$6.44	\$6.94
j. Milk Cow Feed Costs (\$/cwt.)	\$8.77	\$10.54	\$9.67	\$8.92	\$8.42

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	Averages		29	30	31	32	33	34	35
	SV Average	Herd Size 1501to 2400							
<b>Feed Costs</b>									
a. Dry Roughage	\$43.77	\$43.25	\$31.22	\$58.79	\$31.33	\$33.64	\$41.23	\$11.12	\$56.64
b. Wet Feed & Wet Roughage	\$33.29	\$35.05	\$23.56	\$30.61	\$33.88	\$39.53	\$37.51	\$28.57	\$29.29
c. Concentrates	\$106.40	\$110.47	\$91.08	\$96.30	\$96.71	\$101.21	\$113.09	\$85.29	\$84.33
d. Minerals & Supplements	\$8.68	\$7.17	\$8.76	\$9.52	\$9.68	\$11.19	\$1.32	\$7.66	\$0.33
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$192.14	\$195.95	\$154.62	\$195.22	\$171.60	\$185.57	\$193.16	\$132.63	\$170.58
<b>Total Feed Costs (\$/cwt)</b>	\$9.77	\$9.89	\$9.78	\$10.48	\$11.70	\$9.15	\$10.68	\$9.42	\$10.50
<b>Total Hired Labor</b>	\$26.89	\$29.25	\$17.86	\$29.03	\$28.84	\$41.13	\$17.31	\$29.24	\$15.98
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.37	\$1.48	\$1.13	\$1.56	\$1.97	\$2.03	\$0.96	\$2.08	\$0.98
<b>Total Herd Replacement</b>	\$16.20	\$16.31	\$17.74	\$10.61	\$15.96	\$15.15	\$15.20	\$6.93	\$22.67
<b>Total Replacement Costs (\$/cwt)</b>	\$0.82	\$0.82	\$1.12	\$0.57	\$1.09	\$0.75	\$0.84	\$0.49	\$1.40
<b>Total Operating Costs</b>	\$51.62	\$56.59	\$44.10	\$48.39	\$46.23	\$66.51	\$26.64	\$43.77	\$39.73
<b>Total Operating Costs (\$/cwt)</b>	\$2.63	\$2.86	\$2.79	\$2.60	\$3.15	\$3.28	\$1.47	\$3.11	\$2.45
<b>Total Milk Marketing Costs</b>	\$10.18	\$10.16	\$7.93	\$9.85	\$7.95	\$10.72	\$9.54	\$7.14	\$8.15
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.51	\$0.50	\$0.53	\$0.54	\$0.53	\$0.53	\$0.51	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$297.03	\$308.26	\$242.25	\$293.10	\$270.58	\$319.08	\$261.85	\$219.72	\$257.10
<b>Total Cost (\$/cwt)</b>	\$15.11	\$15.55	\$15.33	\$15.74	\$18.44	\$15.74	\$14.47	\$15.61	\$15.83
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.66	19.82	15.81	18.62	14.67	20.27	18.09	14.08	16.25
b. Lbs Milk Sold/milk cow/day	74.30	75.11	61.94	71.29	55.69	76.41	71.19	53.94	61.64
c. Gross Milk Receipts (\$/cwt)	\$18.75	\$18.93	\$21.68	\$18.40	\$21.66	\$19.32	\$18.41	\$21.19	\$17.86
d. Mailbox Price (\$/cwt)	\$18.06	\$18.29	\$22.25	\$17.91	\$21.90	\$18.74	\$17.82	\$21.86	\$17.59
f. Income Over Feed Cost (\$/cwt)	\$8.28	\$8.40	\$12.47	\$7.43	\$10.21	\$9.59	\$7.14	\$12.44	\$7.09
g. Fat Test %	3.69%	3.74%	4.81%	3.65%	4.73%	3.64%	3.45%	4.62%	3.45%
h. SNF Test %	8.84%	8.86%	9.38%	8.78%	9.54%	8.78%	8.82%	9.36%	8.76%
<b>Related Data</b>									
a. Percent Dry Cows	13%	13%	16%	14%	13%	13%	16%	14%	13%
b. Yearly Cull Rate	39%	39%	29%	29%	42%	39%	32%	47%	40%
c. Avg. Value (Drop Bull Calf)	\$57.25	\$52.05	\$2.50	\$63.05	\$2.00	\$63.33	\$63.16	\$0.00	\$53.66
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$240.20	\$249.36	\$215.07	\$285.00	\$221.51	\$239.96	\$243.80	\$0.00	\$284.96
e. Grain, Mnrls & Splmnts (\$/ton)	\$291.39	\$299.29	\$260.85	\$304.41	\$322.28	\$271.10	\$321.52	\$255.00	\$279.95
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.97	29.62	29.45	26.02	24.67	30.85	27.33	27.50	22.53
g. Milkers (\$/hr with benefits & taxes)	\$12.88	\$13.11	\$10.17	\$15.10	\$11.52	\$11.82	\$14.68	\$12.88	\$10.14
h. Total Labor (\$/hr)	\$13.80	\$14.13	\$12.05	\$16.20	\$12.29	\$13.79	\$14.39	\$14.00	\$10.95
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.88	\$7.04	\$5.70	\$7.06	\$6.21	\$6.66	\$7.12	\$4.77	\$5.98
j. Milk Cow Feed Costs (\$/cwt.)	\$9.26	\$9.37	\$9.20	\$9.90	\$11.14	\$8.72	\$10.00	\$8.85	\$9.71

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 1501-2400**

Dairy ID Number	36	37	38	39	40	41	42	43	44
<b>Feed Costs</b>									
a. Dry Roughage	\$60.83	\$54.43	\$49.29	\$47.41	\$39.36	\$40.88	\$36.42	\$47.35	\$48.61
b. Wet Feed & Wet Roughage	\$25.67	\$24.75	\$36.79	\$37.21	\$47.26	\$29.85	\$42.85	\$35.99	\$48.51
c. Concentrates	\$116.10	\$100.24	\$123.69	\$124.61	\$120.58	\$149.50	\$100.29	\$125.23	\$116.88
d. Minerals & Supplements	\$14.45	\$9.54	\$0.54	\$11.47	\$8.27	\$0.52	\$7.15	\$13.44	\$2.29
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$217.05	\$188.96	\$210.31	\$220.70	\$215.47	\$220.75	\$186.71	\$222.01	\$216.30
<b>Total Feed Costs (\$/cwt)</b>	\$10.22	\$9.30	\$9.17	\$10.08	\$9.98	\$10.95	\$8.91	\$9.70	\$9.35
<b>Total Hired Labor</b>	\$22.87	\$40.71	\$27.50	\$40.59	\$24.04	\$39.84	\$32.21	\$30.97	\$24.39
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.08	\$2.00	\$1.20	\$1.85	\$1.11	\$1.98	\$1.54	\$1.35	\$1.05
<b>Total Herd Replacement</b>	\$18.80	\$16.54	\$11.83	\$19.49	\$20.89	\$16.65	\$17.90	\$21.19	\$11.70
<b>Total Replacement Costs (\$/cwt)</b>	\$0.88	\$0.81	\$0.52	\$0.89	\$0.97	\$0.83	\$0.85	\$0.93	\$0.51
<b>Total Operating Costs</b>	\$59.58	\$81.26	\$63.42	\$73.73	\$62.42	\$75.62	\$34.09	\$71.18	\$55.80
<b>Total Operating Costs (\$/cwt)</b>	\$2.80	\$4.00	\$2.76	\$3.37	\$2.89	\$3.75	\$1.63	\$3.11	\$2.41
<b>Total Milk Marketing Costs</b>	\$10.61	\$10.14	\$12.08	\$11.01	\$11.18	\$10.15	\$11.00	\$11.43	\$11.65
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.50	\$0.50	\$0.53	\$0.50	\$0.52	\$0.50	\$0.53	\$0.50	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$328.90	\$337.61	\$325.14	\$365.51	\$334.01	\$363.02	\$281.92	\$356.78	\$319.84
<b>Total Cost (\$/cwt)</b>	\$15.48	\$16.62	\$14.17	\$16.70	\$15.47	\$18.00	\$13.45	\$15.58	\$13.82
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	21.24	20.32	22.95	21.89	21.59	20.16	20.96	22.89	23.14
b. Lbs Milk Sold/milk cow/day	80.76	79.72	85.48	81.02	81.53	75.16	78.43	85.64	86.54
c. Gross Milk Receipts (\$/cwt)	\$18.71	\$18.67	\$18.08	\$19.42	\$18.23	\$18.69	\$18.29	\$18.50	\$18.80
d. Mailbox Price (\$/cwt)	\$18.32	\$18.20	\$16.07	\$18.99	\$16.90	\$18.52	\$17.66	\$16.91	\$17.96
f. Income Over Feed Cost (\$/cwt)	\$8.10	\$8.90	\$6.90	\$8.91	\$6.92	\$7.57	\$8.75	\$7.21	\$8.61
g. Fat Test %	3.70%	3.72%	3.52%	3.71%	3.66%	3.42%	3.54%	3.62%	3.71%
h. SNF Test %	8.88%	8.92%	8.77%	8.82%	8.68%	8.58%	8.70%	8.81%	8.84%
<b>Related Data</b>									
a. Percent Dry Cows	13%	16%	12%	11%	13%	12%	12%	12%	12%
b. Yearly Cull Rate	41%	36%	28%	43%	48%	44%	40%	43%	45%
c. Avg. Value (Drop Bull Calf)	\$57.75	\$65.97	\$63.28	\$67.96	\$71.24	\$68.52	\$67.71	\$62.11	\$72.54
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$263.25	\$300.00	\$303.78	\$170.00	\$238.91	\$204.23	\$264.60	\$250.17	\$280.40
e. Grain, Mnrls & Splmnts (\$/ton)	\$294.95	\$265.61	\$303.30	\$340.50	\$313.14	\$349.47	\$267.92	\$306.82	\$331.87
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	33.04	31.56	29.70	29.12	30.47	31.51	29.34	33.27	26.11
g. Milkers (\$/hr with benefits & taxes)	\$11.77	\$12.74	\$12.34	\$18.34	\$12.13	\$20.85	\$11.69	\$10.38	\$12.64
h. Total Labor (\$/hr)	\$13.03	\$14.25	\$13.18	\$18.77	\$12.96	\$20.39	\$12.81	\$12.07	\$14.02
i. Milk Cow Feed Costs (\$/Cow/Day)	\$7.74	\$7.00	\$7.46	\$7.87	\$7.70	\$7.88	\$6.66	\$7.91	\$7.68
j. Milk Cow Feed Costs (\$/cwt.)	\$9.59	\$8.78	\$8.72	\$9.72	\$9.45	\$10.48	\$8.49	\$9.24	\$8.87

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	Averages		45	46	47	48	49	50	51
	SV Average	Herd Size 2401plus							
<b>Feed Costs</b>									
a. Dry Roughage	\$43.77	\$42.48	\$36.35	\$45.86	\$59.75	\$27.72	\$56.99	\$51.01	\$39.99
b. Wet Feed & Wet Roughage	\$33.29	\$31.52	\$32.16	\$36.88	\$20.04	\$40.74	\$29.93	\$31.79	\$38.98
c. Concentrates	\$106.40	\$108.87	\$101.09	\$108.50	\$97.87	\$100.18	\$87.18	\$106.61	\$124.03
d. Minerals & Supplements	\$8.68	\$10.06	\$8.72	\$12.12	\$17.10	\$8.95	\$6.29	\$11.47	\$21.40
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$192.14	\$192.93	\$178.31	\$203.36	\$194.76	\$177.59	\$180.39	\$200.88	\$224.39
<b>Total Feed Costs (\$/cwt)</b>	\$9.77	\$9.43	\$9.47	\$9.94	\$10.45	\$8.16	\$9.64	\$8.95	\$8.99
<b>Total Hired Labor</b>	\$26.89	\$26.45	\$31.31	\$27.85	\$20.35	\$17.72	\$19.43	\$32.43	\$24.94
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.37	\$1.29	\$1.66	\$1.36	\$1.09	\$0.81	\$1.04	\$1.44	\$1.00
<b>Total Herd Replacement</b>	\$16.20	\$16.02	\$13.27	\$17.02	\$17.41	\$18.30	\$19.15	\$20.54	\$9.07
<b>Total Replacement Costs (\$/cwt)</b>	\$0.82	\$0.78	\$0.70	\$0.83	\$0.93	\$0.84	\$1.02	\$0.92	\$0.36
<b>Total Operating Costs</b>	\$51.62	\$47.92	\$50.98	\$50.94	\$44.47	\$48.55	\$31.93	\$66.06	\$55.08
<b>Total Operating Costs (\$/cwt)</b>	\$2.63	\$2.34	\$2.71	\$2.49	\$2.39	\$2.23	\$1.71	\$2.94	\$2.21
<b>Total Milk Marketing Costs</b>	\$10.18	\$10.65	\$9.99	\$10.71	\$9.76	\$11.37	\$9.83	\$11.24	\$12.45
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.52	\$0.52	\$0.53	\$0.52	\$0.52	\$0.52	\$0.53	\$0.50	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$297.03	\$293.98	\$283.86	\$309.88	\$286.75	\$273.52	\$260.72	\$331.15	\$325.93
<b>Total Cost (\$/cwt)</b>	\$15.11	\$14.36	\$15.07	\$15.15	\$15.38	\$12.56	\$13.94	\$14.76	\$13.06
<b>Milk Production Data</b>									
a. Milk Sold/Total Cow/Month/ (cwt)	19.66	20.47	18.84	20.45	18.64	21.77	18.71	22.44	24.96
b. Lbs Milk Sold/milk cow/day	74.30	77.11	70.33	76.55	68.78	83.04	69.62	81.77	91.49
c. Gross Milk Receipts (\$/cwt)	\$18.75	\$18.56	\$18.67	\$18.18	\$18.87	\$18.32	\$18.90	\$18.88	\$18.09
d. Mailbox Price (\$/cwt)	\$18.06	\$17.80	\$18.13	\$17.62	\$18.34	\$17.91	\$18.43	\$18.41	\$16.89
f. Income Over Feed Cost (\$/cwt)	\$8.28	\$8.37	\$8.66	\$7.68	\$7.90	\$9.75	\$8.78	\$9.46	\$7.90
g. Fat Test %	3.69%	3.63%	3.57%	3.54%	3.78%	3.67%	3.69%	3.58%	3.60%
h. SNF Test %	8.84%	8.82%	8.82%	8.85%	8.98%	8.74%	8.84%	8.81%	8.67%
<b>Related Data</b>									
a. Percent Dry Cows	13%	12%	12%	12%	11%	14%	11%	10%	10%
b. Yearly Cull Rate	39%	39%	34%	44%	36%	35%	38%	44%	36%
c. Avg. Value (Drop Bull Calf)	\$57.25	\$64.93	\$59.68	\$67.57	\$63.56	\$58.27	\$60.74	\$68.43	\$73.65
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$240.20	\$227.23	\$260.00	\$280.28	\$275.00	\$175.00	\$283.52	\$170.00	\$239.90
e. Grain, Mnrls & Splmnts (\$/ton)	\$291.39	\$283.13	\$292.82	\$277.07	\$283.95	\$257.09	\$275.33	\$306.47	\$309.92
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.97	31.64	27.52	31.25	29.48	31.46	25.14	27.76	33.94
g. Milkers (\$/hr with benefits & taxes)	\$12.88	\$13.53	\$19.11	\$12.72	\$12.03	\$13.06	\$14.27	\$17.08	\$12.12
h. Total Labor (\$/hr)	\$13.80	\$14.47	\$19.58	\$13.54	\$12.09	\$13.25	\$14.45	\$17.64	\$14.08
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.88	\$6.88	\$6.34	\$7.12	\$6.84	\$6.39	\$6.44	\$7.07	\$7.88
j. Milk Cow Feed Costs (\$/cwt.)	\$9.26	\$8.92	\$9.02	\$9.30	\$9.94	\$7.70	\$9.24	\$8.65	\$8.61

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 2, 2011**  
**South Valley Herd Size 2401 Plus**

Dairy ID Number	52	53	54	55	56
<b>Feed Costs</b>					
a. Dry Roughage	\$41.28	\$34.29	\$42.47	\$31.47	\$45.39
b. Wet Feed & Wet Roughage	\$42.23	\$23.12	\$21.49	\$35.13	\$29.21
c. Concentrates	\$96.46	\$107.25	\$92.37	\$115.77	\$131.72
d. Minerals & Supplements	\$10.70	\$19.38	\$4.72	\$10.47	\$1.38
e. Pasture	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Feed Costs</b>	\$190.66	\$184.05	\$161.04	\$192.83	\$207.70
<b>Total Feed Costs (\$/cwt)</b>	\$9.18	\$9.13	\$9.16	\$9.68	\$10.03
<b>Total Hired Labor</b>	\$36.32	\$24.98	\$20.46	\$33.96	\$25.46
<b>Total Hired Labor Costs (\$/cwt)</b>	\$1.75	\$1.24	\$1.16	\$1.70	\$1.23
<b>Total Herd Replacement</b>	\$13.10	\$14.33	\$18.05	\$15.16	\$16.98
<b>Total Replacement Costs (\$/cwt)</b>	\$0.63	\$0.71	\$1.03	\$0.76	\$0.82
<b>Total Operating Costs</b>	\$57.14	\$51.57	\$32.32	\$57.45	\$38.80
<b>Total Operating Costs (\$/cwt)</b>	\$2.75	\$2.56	\$1.84	\$2.88	\$1.87
<b>Total Milk Marketing Costs</b>	\$11.01	\$11.02	\$9.73	\$10.41	\$10.40
<b>Total Milk Marketing Costs (\$/cwt)</b>	\$0.53	\$0.55	\$0.55	\$0.52	\$0.50
<b>Total Cost (\$/Cow/Month)</b>	\$308.24	\$285.95	\$241.60	\$309.82	\$299.34
<b>Total Cost (\$/cwt)</b>	\$14.84	\$14.19	\$13.74	\$15.55	\$14.45
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt)	20.78	20.16	17.59	19.93	20.71
b. Lbs Milk Sold/milk cow/day	79.25	74.92	67.30	78.14	78.87
c. Gross Milk Receipts (\$/cwt)	\$18.08	\$18.27	\$18.75	\$18.05	\$19.20
d. Mailbox Price (\$/cwt)	\$17.61	\$17.95	\$18.39	\$17.02	\$17.74
f. Income Over Feed Cost (\$/cwt)	\$8.43	\$8.82	\$9.23	\$7.34	\$7.72
g. Fat Test %	3.52%	3.45%	3.83%	3.53%	3.73%
h. SNF Test %	8.73%	8.83%	8.81%	8.76%	8.97%
<b>Related Data</b>					
a. Percent Dry Cows	14%	11%	14%	16%	13%
b. Yearly Cull Rate	33%	36%	34%	43%	43%
c. Avg. Value (Drop Bull Calf)	\$63.56	\$58.32	\$57.65	\$68.30	\$68.57
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$243.99	\$243.05	\$183.05	\$226.69	\$215.47
e. Grain, Mnrls & Splmnts (\$/ton)	\$271.52	\$284.53	\$277.17	\$278.82	\$282.14
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	29.73	32.58	26.21	34.37	35.93
g. Milkers (\$/hr with benefits & taxes)	\$12.71	\$14.25	\$14.06	\$11.18	\$13.91
h. Total Labor (\$/hr)	\$13.82	\$14.95	\$13.97	\$11.76	\$16.32
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.90	\$6.52	\$5.76	\$7.00	\$7.44
j. Milk Cow Feed Costs (\$/cwt.)	\$8.71	\$8.71	\$8.55	\$8.95	\$9.43